

CLAIMS

We claim:

1 *Def 1* 1. A method for materialization forecasting with respect to reservations made by
2 persons for the potential purchase of perishable commodities, comprising the steps of:
3 gathering past reservation information relating to past reservations for perishable
4 commodities that have already perished;
5 gathering current reservation information relating to current reservations for
6 perishable commodities that have not yet perished;
7 comparing said past reservation information and said current reservation
8 information;
9 calculating, based on said comparison, the likelihood that said current reservations
10 will materialize; and
11 outputting materialization forecast results based on said calculated likelihood.

1 2. The method as set forth in claim 1, wherein said past reservation information
2 further includes historical commodity details regarding said past reservations.

1 3. The method as set forth in claim 2, wherein said past reservation information
2 further includes Point-of-Sale (POS) information pertaining to said past reservations.

1 4. The method as set forth in claim 3, wherein said past reservation information
2 further includes materialization information regarding said past reservations.

1 5. The method as set forth in claim 4, wherein said past reservation information
2 includes demographic information about persons who made said past reservations.

1 6. The method as set forth in claim 5, wherein said demographic information
2 includes one or more of the following pertaining to said persons making said past
3 reservations: age, sex, national origin, citizenship, country of residence, occupation,
4 education, annual income, marital status, reservation frequency.

1 7. The method as set forth in claim 6, wherein said current reservation information
2 further includes current-commodity details regarding said current reservation.

1 8. The method as set forth in claim 7, wherein said current reservation information
2 further includes POS information pertaining to said current reservations.

1 9. The method as set forth in claim 8, wherein said current reservation information
2 includes demographic information about persons making said current reservations.

1 10. The method as set forth in claim 9, wherein said demographic information
2 includes one or more of the following pertaining to said persons making said current
3 reservations: age, sex, national origin, citizenship, country of residence, occupation,
4 education, annual income, marital status, reservation frequency.

1 11. The method as set forth in claim 10, wherein said perishable commodity
2 comprises airline seats, and wherein said historical commodity details include information
3 related to one or more of the following regarding said airline seats: carrier name, flight
4 origin, flight destination, booking class, flight distance, departure time, connection time,
5 arrival time, departure date, arrival date, flight duration, number of distinct legs
6 comprising a complete one-way itinerary, aircraft type, aircraft capacity.

1 12. The method as set forth in claim 11, wherein said POS information includes
2 one or more of the following: POS type, POS country, booking carrier, booking recency,
3 change recency, fare code, number of passengers traveling with said persons making said
4 past reservations, length of stay associated with the reservation, time between booking date
5 and flight date, payment status.

1 13. The method as set forth in claim 12, wherein said current-commodity details
2 include information related to one or more of the following: carrier name, flight origin,
3 flight destination, booking class, flight distance, departure time, connection time, arrival
4 time, departure date, arrival date, flight duration, number of distinct legs comprising a
5 complete one-way itinerary, aircraft type, aircraft capacity.

1 14. Computer-readable code stored on media for conducting materialization
2 forecasting with respect to reservations made by persons for the potential purchase of
3 perishable commodities, comprising:

4 first subprocesses for gathering past reservation information relating to past
5 reservations for perishable commodities that have already perished;

6 second subprocesses for gathering current reservation information relating to current
7 reservations for perishable commodities that have not yet perished;

8 third subprocesses for comparing said past reservation information and said current
9 reservation information;

10 fourth subprocesses for calculating, based on said comprison, the likelihood that
11 said current reservations will materialize; and

12 fifth subprocesses for outputting materialization forecast results based on said
13 calculated likelihood.

1 15. The computer-readable code as set forth in claim 14, wherein said past
2 reservation information further includes historical commodity details regarding said past
3 reservations.

1 16. The computer-readable code as set forth in claim 15, wherein said past
2 reservation information further includes Point-of-Sale (POS) information pertaining to said
3 past reservations.

1 17. The computer-readable code as set forth in claim 16, wherein said past
2 reservation information further includes materialization information regarding said past
3 reservations.

1 18. The computer-readable code as set forth in claim 17, wherein said past
2 reservation information includes demographic information about persons who made said
3 past reservations.

1 19. The computer-readable code as set forth in claim 18, wherein said demographic
2 information includes one or more of the following pertaining to said persons making said
3 past reservations: age, sex, national origin, citizenship, country of residence, occupation,
4 education, annual income, marital status, reservation frequency.

1 20. The computer-readable code as set forth in claim 19, wherein said current
2 reservation information further includes current-commodity details regarding said current
3 reservation.

1 21. The computer-readable code as set forth in claim 20, wherein said current
2 reservation information further includes POS information pertaining to said current
3 reservations.

1 22. The computer-readable code as set forth in claim 21, wherein said current
2 reservation information includes demographic information about persons making said
3 current reservations.

1 23. The computer-readable code as set forth in claim 22, wherein said demographic
2 information includes one or more of the following pertaining to said persons making said
3 current reservations: age, sex, national origin, citizenship, country of residence,
4 occupation, education, annual income, marital status, reservation frequency.

1 24. The computer-readable code as set forth in claim 23, wherein said perishable
2 commodity comprises airline seats, and wherein said historical commodity details include

3 information related to one or more of the following regarding said airline seats: carrier
4 name, flight origin, flight destination, booking class, flight distance, departure time,
5 connection time, arrival time, departure date, arrival date, flight duration, number of
6 distinct legs comprising a complete one-way itinerary, aircraft type, aircraft capacity.

1 25. The computer-readable code as set forth in claim 24, wherein said POS
2 information includes one or more of the following: POS type, POS country, booking
3 carrier, booking recency, change recency, fare code, number of passengers traveling with
4 said persons making said past reservations, length of stay associated with the reservation,
5 time between booking date and flight date, payment status.

1 26. The computer-readable code as set forth in claim 25, wherein said current-
2 commodity details include information related to one or more of the following: carrier
3 name, flight origin, flight destination, booking class, flight distance, departure time,
4 connection time, arrival time, departure date, arrival date, flight duration, number of
5 distinct legs comprising a complete one-way itinerary, aircraft type, aircraft capacity.